RJ Reynolds

Tobacco Company

Faith M. Decker
Key Account Manager

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October 22, 1997

ROU's:					
	1210	1310	1710	1810	2210
	2310	5610	6210	6310	6610
	6710	6910			

Subject: Amoco RBU / CID #003-XX-XX

Ladies & Gentlemen:

We have reached a tentative agreement with Amoco Corporate for implementation of our "Retailer Partners" plan starting in January of 1998.

We realize that January's template must be finalized within the next two weeks, therefore, for your planning process, we need you to set aside one SKU of the Winston and Doral Value Added Promotions so that they may participate in January. In the next week we will be updating all supplier information so that you may complete the process of adding sores to your January template. You will be notified when all SIS updates have been completed. Please pull a scroll list of stores in your region by using CID #0003-XX-XX.

Beginning in February, we will use the model to determine the appropriate number of SKU's needed per store. Our Retail Partners Contract will be entered effective January 1, 1998, which will ensure that all stores show up on your template for February and the remainder of the year.

We are sorry about the short turn around time, but verification of the contract was just received.

If you have any questions, or concerns, give myself or Debbie Raith, my administrative assistant a call. Debbie will be handling all SIS updates, correspondence, etc. and can be reached at: (414) 820-8725.

Sincerely

Faith

F. M. Decker
Key Account Manager

FMD:dr
Attachment

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